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## And They Were There

Richard Jasper  
*Emory University*

Janet L. Flowers  
*University of North Carolina, Chapel Hill*

Judy Luther  
*The Faxon Company*

Jeffry Larson  
*Yale University Library*

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# And They Were There

*Reports of meetings out there in the field.*  
The 1990 Charleston Conference — Two Perspectives

## **F**irst Perspective by Richard Jasper (Emory University)

I don't know about you, but for me the 10th Annual Charleston Acquisitions Conference was the perfect combination of great topics, great speakers, great ideas, and great audience participation. For anyone interested in what the future holds for the scholarly communication process and the role we play in it, Charleston 1990 was the place to be.

The full conference proceedings will appear, of course, in the summer (Vol. 15, no. 3) issue of *Library Acquisitions: Practice and Theory*. In the meantime, here are . . .

### 12 GREAT IDEAS FROM THE 1990 CHARLESTON CONFERENCE

1. Actually, I don't know whether this a great idea so much as an intriguing one: What if the federal government prohibited copyrighting of all works resulting from research sponsored by federal grant money (not just federal employees)?

2. Ditto to the idea that universities should retain copyright on all works produced by their research faculties. Last summer's report by the ALA/ALCTS/EALS (Equality of Access to Library Service) Task Force once again mentioned the irony of universities

supporting faculty research which is published in commercial journals which then must be purchased at premium prices to be made available through the campus library.

3. Here's an idea that I can actually credit. Richard Abel, editor-in-chief of Timber Press and father of modern approval plans, suggests libraries should self-consciously pursue collection building strategies which attend more to the needs of faculty who teach and synthesize knowledge (i.e., write books). Even small efforts "at the margins," Abel said, may have a salutary, diminishing effect on the publish/perish/information glut syndrome.

4. And how's this for a shocker?

We would like to thank the following companies for their generous contributions!

The Book House  
Ambassador Book Service

Thanks go as well to **Ballen Booksellers** for mailing issues of *Against the Grain*.



Betsy Kruger, University of Illinois at Urbana-Champaign, presented a paper suggesting that American libraries would do just as well to buy their U.K. imprints domestically, in that what one's research and academic libraries want are most likely to be available in the U.S. at comparable or better prices in 90 days or less. With the pound at its highest level in four years (\$1.96), you can bet any number of acquisitions librarians are back home reviewing their approval plan strategy. I would imagine we'll be hearing more from England on this topic before too long.

5. Actually, the best idea came up at dinner on the Thursday night "Spirit of Charleston" cruise. How about an on-going one-year internship for an acquisitions/collection management librarian in a major publishing house, a la Elsevier or Springer-Verlag? What better way to facilitate understanding and communication than by giving accomplished acquisitions and collection management folks the opportunity to better understand the internal workings of major publishers.

6. And just to make sure this communication is a two-way affair, why don't American libraries emulate the U.K. Serials Group and sponsor "Open Days" at major research libraries, inviting in publishers to show them the realities of selection, budgeting, acquisitions, and technical processing? Thanks to John Merriman, Blackwell's Periodicals, for this idea.

7. Again in "the more communication the better" vein, a show of hands by conference attendees indicated overwhelming support for the idea of an acquisitions electronic bulletin board. And just so he knows we really mean it, everyone reading

this needs to e-mail "yes" votes to Christian Boissonnas, the idea originator. His BITNET address is CBY@CORNELL.C. Christian, of course, is head of acquisitions at Cornell.

8. Julia Gammon, University of Akron, has an excellent idea for influencing one's local environment, namely, volunteer to advise and/or consult with your local university of scholarly press. It may just get you appointed to its governing board, which it did in Julia's case. And then you'll have a great excuse for joining (this one is near and dear to my heart) a non-library organization concerned with scholarly publishing. As a result of Julia's involvement with Akron's university press, she is now a committee member in the American Association of University Presses (AAUP). We need to see more cross-fertilization of this sort.

9. The papers on education for acquisitions librarianship were excellent and prompted a couple of stellar ideas. One from (I think) Sylvia Martin, Vanderbilt University, suggested a scholarship for an interested library school student to attend the Charleston Conference. NASIG, the North American Serials Interest Group, already provides six such scholarships for library school students to attend its annual conference. Lyman Newlin took Sylvia's idea a step further, suggesting that conference attendees could check a box on the conference registration form if they wished to contribute to a scholarship. Lyman thinks, and I agree, that these voluntary contributions would do the trick.

10. Likewise, John Merriman mentioned another UKSG practice that would be ripe for adaptation by American Libraries: UKSG sponsors a

traveling roadshow of publishers, vendors and acquisitions/collection management librarians, who visit British library schools to share their perspective on scholarly publishing.

11. A great idea that didn't pan out due to an unfortunate and unavoidable scheduling conflict was the preconference on STM pricing, in which Jolanda von Hagen of Springer-Verlag was to lead a small-group examination of various "case studies" in the pricing of scholarly journals. This type of discussion would be absolutely invaluable and we need to find a way, within the context of the Charleston and other conferences, to promote more of this type of interchange.

12. Finally, I think we need to find a way to transport Katina's "salon" idea to ALA. Discussion groups are fine, but they don't lend themselves to the kind of ad hoc free for all you should be able to get at a "salon" — provided, of course, you haven't gorged yourself on crab salad, cheese, and white wine, as I did during Friday night's reception at the Exchange Building. Not everyone, and it's a poor unfortunate soul that doesn't, makes it to Charleston.

So much for my list. I'm inclined to think just about everybody came away with a different list, some longer, some shorter, many likely to be rather more profound; the collective wattage of the panelists and paper-presenters was pretty staggering, after all. And I haven't





even gotten into any of the several unresolved debates, like whether electronic media are appropriate tools for the synthesizing of knowledge...

For that, we'll have to wait for the eleventh annual Charleston Acquisitions Conference, November 7-9, 1991.

## Second Perspective: NEW YEAR'S RESOLUTIONS

by *Janet L. Flowers*  
(University of  
North Carolina, Chapel Hill)

The Charleston Conference (held November 8-10, 1990 in Charleston, S.C.) has become a benchmark for me to determine how well I am performing as an acquisitions librarian. As I listen to the speakers and their theories, I judge my practical application of them in my daily work. Alas! I always come up short. There are so many complex local issues demanding my attention that they often crowd out the larger professional concerns raised at the conference. Each year, however, I renew my vows to find time to follow up on some of the ideas presented there. This year, I have the pleasure of implementing Innovacq which may preclude my good intentions. With that in mind, I have kindly provided my list of resolutions for others who might have the time and discipline to follow through with my good intentions.

### Resolutions 1991

1. Join the new acquisitions bulletin board. Send a message to Christian Boissonnas.
2. Learn more about standards, especially X12.
3. Lobby my local library school about the need for an

acquisitions course in the curriculum.

4. Approach my local university press about ways to develop a closer relationship.

5. Plan a seminar about libraries for publishers in my area..

6. Contemplate the theoretical basis for acquisitions work; discuss with colleagues.

7. Seek greater visibility for my department in the library; be certain that my boss understands the importance and skills required in my role (Fortunately I have Joe Hewitt as my boss. He understands!)

8. Review the advantages/disadvantages of the approval plan approach versus standing orders as a method of acquiring materials in my library.

9. Take a course in accounting, marketing, and/or management to improve my skills.

10. Negotiate with my vendors to be certain my library is getting the best deal for its dollars (a la Barry Fast.

11. Carefully consider the services I need from my vendors and discuss these needs and their cost.

12. Remember to portray myself as the alchemist who spins raw data into the pure gold of knowledge.

### EDUCOM 1990

by *Judy Luther*  
(The Faxon Company)  
P.O. Box 49265, Atlanta, GA  
30359 (404)325-4120.

The EDUCOM annual conference is attracting a growing number of librarians, estimated this year at 20% of the more than 3000 attendees. Hosted by Georgia Tech, this year's Conference on Information Technology in Higher Education was held Oct. 14-17th at Inforum, the conference center for the information industry in downtown Atlanta.

Created in 1964, EDUCOM focuses on issues in campus computing and telecommunications.

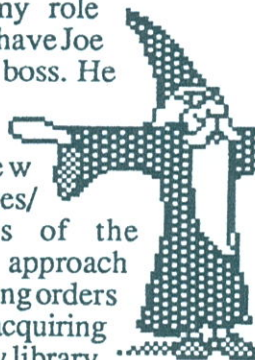
General sessions and panels were held in the morning with tours (GA Tech, GA State, Emory, IBM, CNN), exhibits and group discussions in the afternoon.

Over 70 exhibits included DRA and Notis for the first time alongside IBM, DEC, NeXT, Apple, Microsoft and other hardware and software vendors. Exhibits are referred to as "corporate demos" and are closed during the morning so that their attendees can participate in the program. IBM, NeXT and Apple each had more than 50 staff registered at the conference.

There are 5 tracks with programs running concurrently: policy, management, instruction and research, Educom program, technical issues. Although a library track has been suggested, some prefer to attract the audiences to topics of mutual interest and promote discussion among attendees with diverse backgrounds.

Eleven preconference workshops included topics on: Managing Up, Imaging and Education-Trends for the 90's, The Changing Role of Computing and Information Technology Services, Use of Videodiscs in Teaching, Managing Campus-wide Networks.

My quote of the conference comes from Jerry Segers who works with the Georgia Board of Regents, Office of Information Technology.





"The nice thing about standards is that there are so many to choose from."

Conference wide receptions were held every evening followed by vendor suites for their clients. The exhibit hall had many freebies (tee shirts were the most popular) and Apple gave away 40 of their new computers.

The use of technology was highly visible throughout the conference with e-mail/news service (courtesy of Apple) set up in the main lobby area — a far cry from the ALA message board! Speakers at the General Sessions were projected simultaneously on a six foot tv screen (when not using slides or videos) which made them easier to see in a large auditorium. This technique was particularly effective during lunch on Monday when the speaker was broadcast to a large screen tv in a second hotel ballroom needed to accommodate all the attendees.

Each of the General Session speakers emphasized the human aspect — people and how we use technology will make the difference. Jimmy Carter gave a moving talk to a standing ovation on the potential for our discoveries to benefit Third World countries.

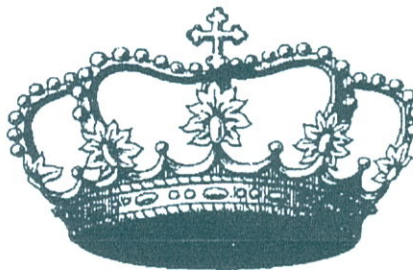
The theme of the Conference "Preparing for the Renaissance" was summed up by Steve Jobs at the closing general session when he addressed the concept of "interpersonal" computing. During the 80's personal computing improved individual productivity and creativity. During the 90's we will see improvements in group productivity and creativity through the use of enhanced pc's tied to networks. He then demonstrated some of the capabilities of the NeXT workstation and their e-mail system which has both synthesized voice and color video capability, projecting his face and voice on the screen as he was talking.

Next year's conference will be in San Diego, Oct. 16-19, 1991. If you'd like more information about EDUCOM, contact them at 1112

16th Street NW, Suite #600, Washington, DC 20036. (202) 872-4200. Please let me know if you'd be interested in hearing more about this group and their efforts with NREN (National Research and Education Network) and the ARL/CAUSE/EDUCOM Coalition for Networked Information.

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### The European Convention for Libraries and Communication



by *Jeffry Larson*  
(Yale University Library)

The first "Convention Europeenne des Bibliothèques et de la Communication" took place in Paris, November 20-22, 1990. The organizing committee was composed largely of French publishers under the lead of M. Alain Baudry, the new director of Editions Klincksieck.

The attendance was primarily French. Of the 451 pre-registered attendees, 362 were from France—and fully two-thirds of those were from Paris, 83 were from other European countries, and 6 came from other continents. (These numbers do not include the round table participants.) There were about 118 exhibitors: publishers, vendors, equipment manufacturers, libraries, professional associations, etc. Some of them complained of a dearth of browsers.

The program consisted of round tables on the following topics: acquisitions; electronic texts and images and their remote access;

reference works and service; special collections as aids to research; evaluation of library services; copyright; sponsorship and donors; publishing and distribution in Eastern Europe; and collection management and weeding. With obvious exceptions as noted, the focus of the presentations I attended was on the situation in France. And except for those on acquisitions, evaluation, and Eastern European publishing, the panels were largely of French constitution, with at most one foreign participant. American panelists at the Convention were Christian Boissonnas (Cornell), Terry Allison [CU-S], Jose-Marie Griffiths [King Research Associates and TU], and Jerry Campbell (Duke University). The attendance in each session was large—over two or three hundred, and the overwhelming bulk of the floor participation was French.

The opening round table, on acquisitions, had the director of the National Library of Scotland (Ann Matheson), a French dealer (Jean-Denis Touzot), a representative from the Bibliotheque de France (Valerie Tesnieres), and three librarians from the U.S. (Boissonnas, Allison, and myself as moderator). The U.S.-U.K. experience—approval plans, cooperative collection development, the status of acquisitions librarians, the use of the conspectus in Scotland—did not elicit much interest from the largely French audience. One question was posed to M. Touzot about the possibility of domestic approval plans. But surprisingly, especially in view of the rumored resentment of French librarians at having their budgets cannibalized for the creation of the new national library, no questions were addressed to Mme Tesnieres, who had given a general description of the Bibliotheque de France's projected collection development policy.

In the panel on reference works



and service, the audience interest bore on the complaints about the lack of a reference mentality in France and on the description of the efforts of a large French public library with limited resources to maintain regional information files. The round table on digitalized texts and images described systems currently operating in France and the plans for facilities in the projected Bibliotheque de France. The panel discussion of copyright in France made the situation seem as chaotic as in the U.S., similarly avoiding full acknowledgement of the implications of automation for copyright.

The session on publishing in Eastern Europe was moderated by a staff member of Radio Free Europe. The publishers' representatives described programs of offering Western European classics of social thought in translation; the Western audience seemed to wonder when potboilers

would come to overwhelm the market. The Eastern publishers have little to offer in the way of rights for Western publishers.

I missed the other sessions for vendor visits, rest, and recreation.

On the first day of the Convention there was also a concurrent workshop on "Conservation and Use of the Printed Patrimony" organized by the Association des Directeurs des Bibliotheques Universitaires et des Grands Etablissements. There were no concurrent sessions other than this series of discussions and, at the end, a briefing on grants being offered by the European Community in communications and information science.

The Convention was not the fruit of a membership organization. There were no working or planning committees or announcements concerning the next event, which I understand was announced to take place in Amsterdam.

### OMS Institute Offers Theory and Practical Applications On Collection Evaluation

by *Sever Bordeianu* (University of New Mexico)

The Office of Management Services of the Association of Research Libraries conducted a Collection Evaluation Institute in Cambridge, Massachusetts September 24th to the 26th, 1990. The leaders of the institute were Jeffrey Gardner, Director, ARL Office of Research and Development, Jutta Reed Scott, ARL/OMS Collection Development Specialist, Assunta Pisani, Associate Librarian for Collection Development at Harvard College Library, and David Farrell, Associate University Librarian for Collection Development at the University of California, Berkeley. OMS institutes use adult

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—James Rettig, *The Wilson Library Bulletin*

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education teaching methods, taking into account the different ways individuals learn, retain, and apply new ideas. The registration packet contained information on the goals and objectives of the institute as well as suggestions for how a participant can best be prepared for the institute. The result of this preparation, which was reinforced during the introductory session, meant that each session was well organized, focused, and ran smoothly. Participants had clear expectations of what each session would cover and how long it would be. The ability of the institute leaders to budget their time and to keep the discussions focused insured that the quality of the workshop stayed high throughout the three days. The 37 participants brought extensive library and collection development experience to the institute and they were all encouraged to contribute. This created a great flow of ideas in which both the leaders and the participants shared their knowledge.

The first day sessions were theoretical. There are collection centered evaluations and client centered evaluations. Specific tools, like the RLG conspectus and national bibliographies, can be applied when doing a collection centered evaluation. Collections are measured either against certain predetermined standards or against each other. User studies, on the other hand, provide information on the types of materials patrons need and use. Topics discussed included designing use studies, creating questionnaires, data collection, data analysis, and sampling. Different methods for administering and analyzing each kind of evaluation were discussed in depth. The experience of members of the group was very important in these discussions.

In addition to the theoretical part, the Collection Evaluation Institute used a hands-on approach to studying topics. The 37 participants were divided into 6 groups. Each group received a topic which it had to investigate and then report on. All topics were related to collection evaluation. Topics ranged from analyzing specific collections at Harvard and MIT libraries by applying the RLG conspectus, to designing a user questionnaire for determining user acceptance of electronic indexes, to establishing a new curriculum program in peace research. After completing

their assignments, each group made a public presentation of its findings. Questions from the entire membership generated more discussion. These hands-on exercises and the presentations that followed gave participants fresh insights into the problems associated with each evaluation method.

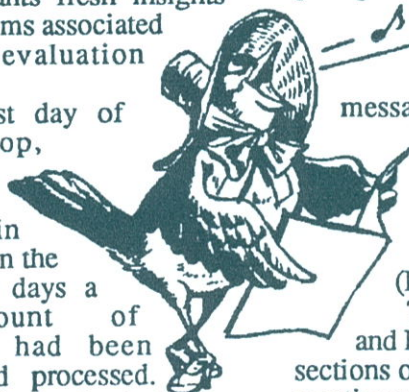
On the last day of the workshop, collection evaluation was put in perspective. In the previous two days a large amount of information had been presented and processed. Participants learned that there are different ways to evaluate a collection and choices will have to be made. Budget, time, and staff limitations have to be factored in and ultimately, each library will have to decide on the method that best fits its needs. Possibilities, advantages, disadvantages, and alternatives to different approaches were analyzed and discussed.

The style of the workshop, with its emphasis on participant involvement, created a great learning environment in which ideas were easily exchanged and shared. The leaders were well prepared, knowledgeable, and experienced in the subject matter. Like other library related conferences, meeting librarians from across the country and exchanging ideas was an added bonus. The high quality of instruction and the professionalism of the participants made this institute a rich professional experience.

It's the Same Old Song — But  
With a Little Different Meaning  
Since International Librarians  
Were There..

Report on meetings of  
the Standing Committee of the  
Section on Acquisition and  
Exchange during the 56th IFLA  
General Conference in  
Stockholm, Sweden, August 1990  
by Katina Strauch  
(College of Charleston)

IFLA in Stockholm was quite  
a flabbergasting experience.



Stockholm is a beautiful (if expensive) city (clean and small children actually clean up ice cream when they spill it on the floor in the railway station). IFLA, the gathering of thousands of librarians et al from all over the world, is incredible. There are all of the trappings of normal library meetings—exhibits, message boards, cafeterias, but everything is layered over with the incredible civility of many people who are communicating in their second language (English).

The Section on Acquisitions and Exchanges is one of the five sections of IFLA and there were two meetings of the Standing Committee during the IFLA Conference, on August 18 and on August 22. The Standing Committee also sponsored a lively and informative day-long workshop, "Will the Chain Break?" regarding differential pricing, on August 23.

At the first meeting of the Standing Committee on August 18, Joachim-Felix Leonhard (FRG) and Chairman of the Section, discussed the activities of the Professional Board of IFLA (of which he is a member) and the work of the Section. An edited version of Ulrich Montag's (Secretary of the Section, FRG) annual report regarding the Section was published in the *IFLA Annual* for 1989, pages 119-121. Montag also published a report of the activities of the Section at the Division's Open Forum in Paris in 1989 in the *IFLA Journal* 16, 1990, pages 239-241. Leonhard's paper, "Dezentralisierung in nationaler Erwerbspolitik. Beispiele aus europäischen Ländern" was also published in *Libri* 39 for 1989, pages 284-293. Also published, is Rolf Griebel's paper, "Price and Cost Indexes as Instruments of Budgetary Planning," (*Liber Bulletin* 36, 1990, pages 133-149) presented at the Presession Seminar in Paris in 1989. The Section has a newly produced information leaflet which is available from the Chairman.

Leonhard indicated that the Professional Board of IFLA is especially interested in the activities of the Standing Committee that relate to "Differential Pricing" and "Exchange

continued on page 46



issues are settled will have a direct effect on the price that U.S. libraries pay for materials from these countries.

### Seed projects

At this point, I realized that I had lost eye contact with many members of the discussion group. They were as busily engaged in taking notes as I had been while at Charleston. So, I moved ahead to a brief outline of some of the seed projects that are likely to have a dramatic effect on publishing, collecting, and library services during the decade of the 1990s. The trends and comments which had captured my attention were based on the electronic creation and transmittal of information. The growing trend among scholars and researchers towards using the Internet and electronic mail systems as the primary source or supplier of information will go directly to end users, by-passing library bureaucracies (collection development, acquisitions, cataloging, mediated reference services) and the evidence that users will pay (presumably within reason) for the product seemed to predict serious changes in our organizations. It was suggested that we should take this as an opportunity to civilize the electronic future.

Other challenging statements emerged from some of these sessions. Electronic publishing should not be viewed as a product, but as a channel. It is expected that many high-end journals will quintuple in price by the end of this decade. The current distribution system is inefficient and reflects the past. A distribution system which delivers the text to the end user at a rate of five to ten cents per page needs to be found. Librarians and publishers alike need to recognize that print journals are not a good way to distribute information. They represent a flawed and obsolete system. There are two essential components in scholarly communication — authors and readers. All the rest are middlemen. (Ah, the endangered middleman.)

We can anticipate seeing the distribution of full-text of journal articles, for a fee, directly to end users via FAX or computer file. We can anticipate having access to an extremely large database of articles which have been stored electronically, the Indexes for which can be accessed through our online catalogs. (Did I say placed on the endangered list or already vanished?)

### The acquisitions/cataloging interface

At this point, I had far exceeded the time I had been allotted, but was faced with reporting on the remaining topic — the acquisitions/cataloging interface in libraries with integrated systems. I was reduced to a few observations and questions each of which were raised in Charleston. Integrated systems, particularly those which use a single bibliographic record as a core from which all the library functions stem, ride roughshod over traditional library boundaries. Is the importing or keying of a record for order purposes the beginning of cataloging? Should authority work be done on these records in order to make them fit into the OPAC in a logical and accessible place? Who does this work? Where does the responsibility lie for withdrawing a record for materials which are not received? The list is endless.

### Conclusion?

The end of my comments brought forth some discussion about the relation of this presentation to the divided acquisitions model which had been presented by the previous speaker. A few members of the discussion group noted that the Charleston Conference sounded exciting and informative. At least one member reflected nostalgically about past days as an acquisitions librarian. I expect that Katina will have some new requests for subscriptions to *ATG*. I also suspect that we may see a broader audience at future conferences. 🐘

### And They Were There

*continued from page 14*

of Non-Official Publications" since these are problems that cut across international boundaries and involve cooperation among countries within IFLA. Apparently, in the future the Professional Board will allow only two projects per Section and new financial guidelines are forthcoming.

Susan Tarr will speak regarding new media at the Moscow IFLA in 1991.

There was discussion regarding the project on differential pricing by Griebel and Montag. "Will the Chain Break?" the workshop on August 23, was lauded as the beginning of real dialogue with publishers to hopefully improve things. A professional resolution regarding differential pricing was discussed and a draft was distributed. Apparently, the Professional Board will act on the resolution when it meets in November, 1990. Leonhard hopes to affect the publication of papers of the workshop by IFLA.

The exchange project was discussed by Ulla Hojsgaard. A workshop will be held in Moscow at IFLA in 1991.

Discussion next moved to the Medium Term Programme covering 1992-1997. Judy McDermott (Library of Congress) is to prepare a draft. Sieglinde Rooney (Canada) is to prepare an evaluation of the old MTP (1986-1991).

Regarding the Moscow IFLA 1991 conference, the Open Session will deal with "New Media in Collection Development" (Susan Tarr, Judy McDermott). A preliminary report on the project is also planned for IFLA in New Delhi (1992) and a final workshop in Barcelona in 1993. Also to be covered in Moscow is "Acquisition Policy and Collection Management in Eastern Countries, especially the USSR" with Zoja Sorokina as the tentative speaker; "Acquisition Policies in Developing Countries," tentative speaker Bart Nwafor, Nigeria; a workshop regarding "International Exchange of Non-Official Publications," coordinated by Ulla Hojsgaard



(Denmark); and an "Open Forum on the Section's activities.

The program for New Delhi in 1992 is shaping up as the following: "Acquisitions in India, "South Asian Collections in Libraries of the European Community," "Resource Sharing, Conspectus and Core Collections," and a workshop on "New Media (Electronic publishing, CD-ROM, etc.)."

The program for Barcelona (1993) is less developed, but there will probably be discussion of "Weeding policy."

Leonhard encouraged members of the Committee or IFLA, etc., to send their own comments to IFLA Headquarters regarding the results of the IFLA Working Group on South Africa, but the Section will not comment.

The second meeting of the Standing committee took place on August 22, 1990.

The draft of the MTP for 1992-97 was distributed and discussed. Judy McDermott will work on this draft.

Fred Lynden (Brown) is preparing a questionnaire on price data and asked for the support of the Section which was given.

Charles Willett addressed the Standing Committee regarding "the literature of dissent," (materials which are not purchased or collected because of "their critical attitude towards the established western public opinion." Willett felt that the Section should do something about this.

The draft proposal on differential pricing was read and discussed. As stated earlier, the proposal will be discussed by the IFLA Professional Board in November.

A report on the situation in Romania with the libraries was given by Ulla Hojsgaard (Denmark). Hojsgaard urged libraries not to send materials to Romania unless it is known that they are needed since many of the libraries are being barraged with unneeded materials consuming time, space, and money.

Next year IFLA will meet in Moscow. I wonder what that will be like? 🐾

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## DEADLINES



Well, last issue, we listed the 1991 deadline dates as 1990! Oops! Here they are one more time!! How about sending us something!!

Remember if you have something important, we may be able to make room for it regardless of the deadline! And everything you think is important is important! This means YOU.

👉 April 1991  
deadline : March 1, 1991

👉 June 1991  
deadline: April 30, 1991

👉 September 1991  
deadline: July 30, 1991

👉 November 1991  
deadline: September 30, 1991

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